

Message Text

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44

ACTION NEA-10

INFO OCT-01 ISO-00 EB-04 COME-00 OMB-01 TRSE-00 CIEP-01

CIAE-00 DODE-00 INR-05 NSAE-00 PA-01 RSC-01 USIA-06

PRS-01 SP-02 PM-03 NSC-05 SS-15 MC-01 /057 W

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R 080845Z NOV 74

FM USINT BAGHDAD

TO SECSTATE WASHDC 1383

INFO AMEMBASSY BEIRUT

C O N F I D E N T I A L BAGHDAD 777

BEIRUT FOR RCAA

E.O. 11652: GDS

TAGS

SUBJECT: NEW AIRCRAFT SALES TO IRAQ

REF: BAGHDAD 757

1. JAY WALDEN, REGIONAL MANAGER OF INTERNATIONAL MARKETING LOCKHEED AIRCRAFT (MARIETTA), RETURNED TO BAGHDAD NOVEMBER 5 WITH LARGE DELEGATION AND TWO NEW PROPOSITIONS TO PRESENT TO GOI AS MEANS OF KEEPING ALIVE LOCKHEED HOPES OF ENTERING IRAQI MARKET. PRIOR TO MEETING WITH INTER-MINISTERIAL AIRCRAFT SELECTION COMMITTEE HEADED BY DG OF IRAQI AIRWAYS ABU KHAIL, WALDEN BRIEFED ME ON LOCKHEED PROPOSALS.

2. FIRST IS OFFER TO PROVIDE WITHIN 90 DAYS 10 LOCKHEED ELECTRAS IN CARGO CONFIGURATION COMPLETE WITH FLIGHT AND GROUND CREWS (3 TO 1 CREW RATIO OR ABOUT 230 PERSONS, ALMOST ALL AMERICAN). LOCKHEED ESTIMATES THESE A/C COULD MOVE 150,000 TONS OF FREIGHT IN ONE YEAR BASED ON 1,000 MILE TRIPS. TOTAL COST FOR MINIMUM ONE YEAR LEASING WOULD BE 37 MILLION DOLLARS. WALDEN BELIEVES 90 DAY START UP TIME WILL HAVE FAVORABLE IMPACT SINCE IT WILL ENABLE IRAQ TO
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BEGIN RESOLVING SHIPPING BOTTLENECKS. ALSO, IF ACCEPTED,

LOCKHEED BELIEVES THIS PROPOSAL WOULD ENABLE IT TO
GET FOOT IN DOOR AND PERHAPS BREAK BOEING MONOPOLY ON NEW
AIRCRAFT.

3. SECOND LOCKHEED PROPOSAL IS PACKAGE FOR 12 L-100
MIXED CARGO/PAX A/C AT COST OF ABOUT 130 MILLION DOLS FOR
DELIVERY IN 1976/77. BASED ON LATEST SOUNDINGS IN WASHING-
TON, WALDEN SAID HE IS PREPARED TO TELL IRAQIS THAT HE IS
CONFIDENT THAT USG PERMISSION CAN BE OBTAINED FOR FUTURE
EXPORT OF L-100, WHICH HE SAID DOES NOT DIFFER IN ANY
MAJOR RESPECT FROM OTHER CIVILIAN CARGO AIRCRAFT IRAQI
AIRWAYS LOOKING AT.

4. ON NOVEMBER 5 I WENT ON DOUGLAS DC-10 DEMONSTRATION
FLIGHT. DESPITE GOOD TURNOUT, DOUGLAS BELIEVES IT IS
RUNNING WELL BEHIND BOEING. DEMONSTRATION FLIGHT RECEIVED
NO PUBLICITY. LOWRIE

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